



EL PASO STRONG TRAFFIC RECOVERY GENERATING AIR SERVICE OPPORTUNITIES

Routes Americas 2022



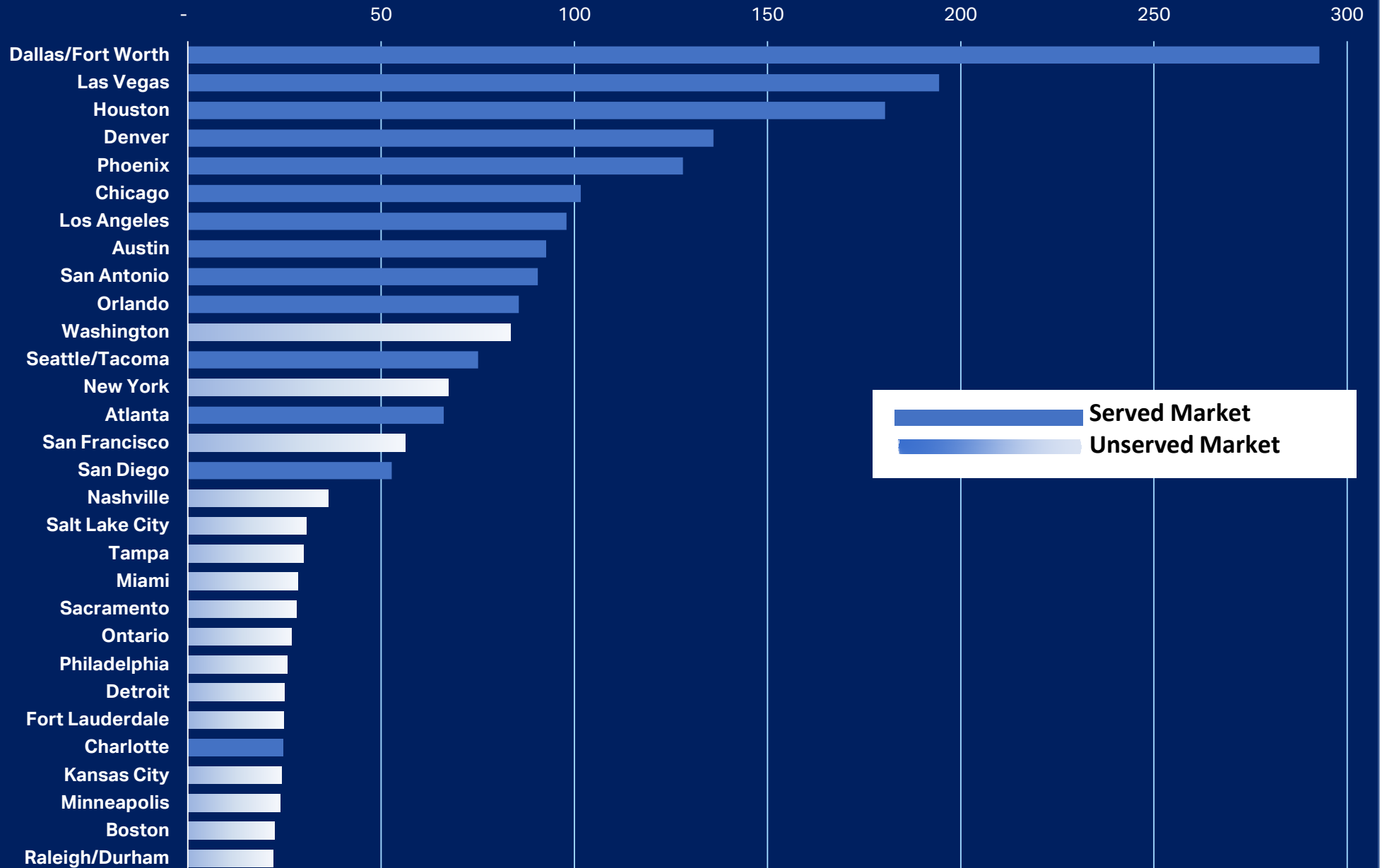
ABOUT THE EL PASO REGION



- Serves over 1 million people on the U.S. side
- Adjacent to the Nation's 2nd Largest Military Installation
- #2 Port of Entry in the U.S. for imports and exports
- All non-stop air services at ELP are to domestic U.S. destinations
- All non-stop air services at CJS are to domestic Mexico destinations
- Many air travelers "leak" from the U.S. side to CJS for air service to points in Mexico
- Cost effective Airport to operate out of
- Best Airport in North America for our size via ACI ASQ in 2018 & 2019

TOP 30 DOMESTIC O&D MARKETS FOR ELP

PDEW – YE Q3 2021

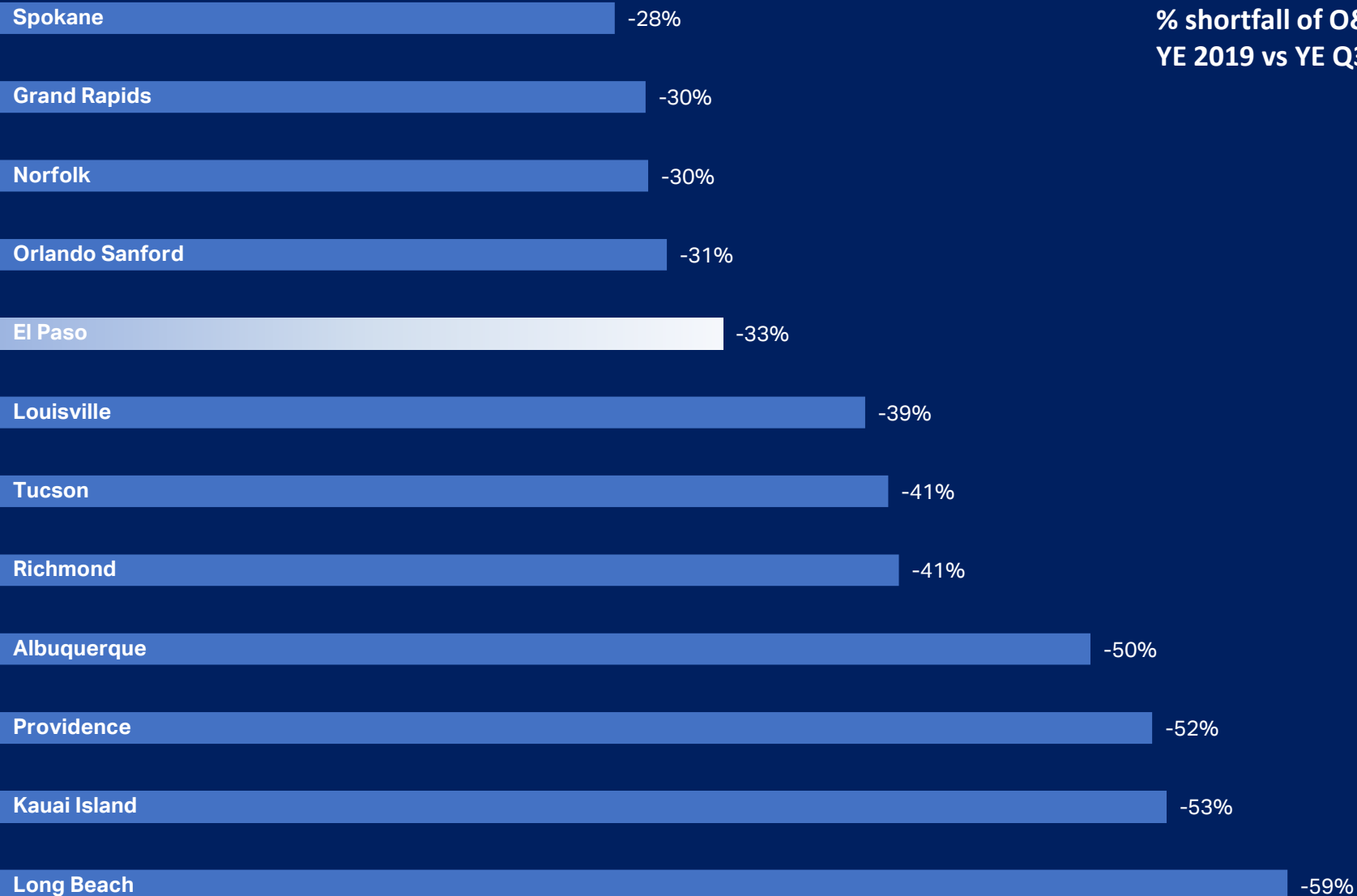


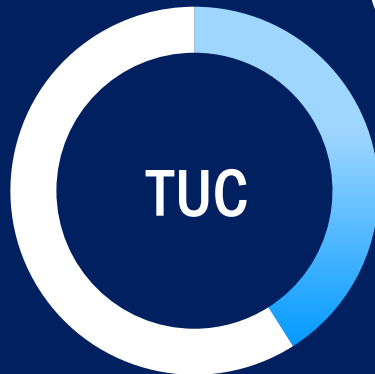
Source: US DOT DB1B database and Innovata schedules CY 2020 via Diio

Note: WN SJC service discontinued as of Jan 2020. Washington D.C. includes DCA, IAD, and BWI; San Francisco includes SFO, OAK and SJC; New York includes EWR, LGA and JFK; Dallas/Fort Worth includes DFW, and DAL.; Orlando includes MCO and SFB.

EL PASO'S TRAFFIC RECOVERY IS ONE OF THE HIGHEST AMONG U.S. SMALL HUB AIRPORTS

*Since 2019, Among
Small Hub Airports
with 3M+ Passengers*





ELP has recovered **67%** of its total 2019 passenger traffic

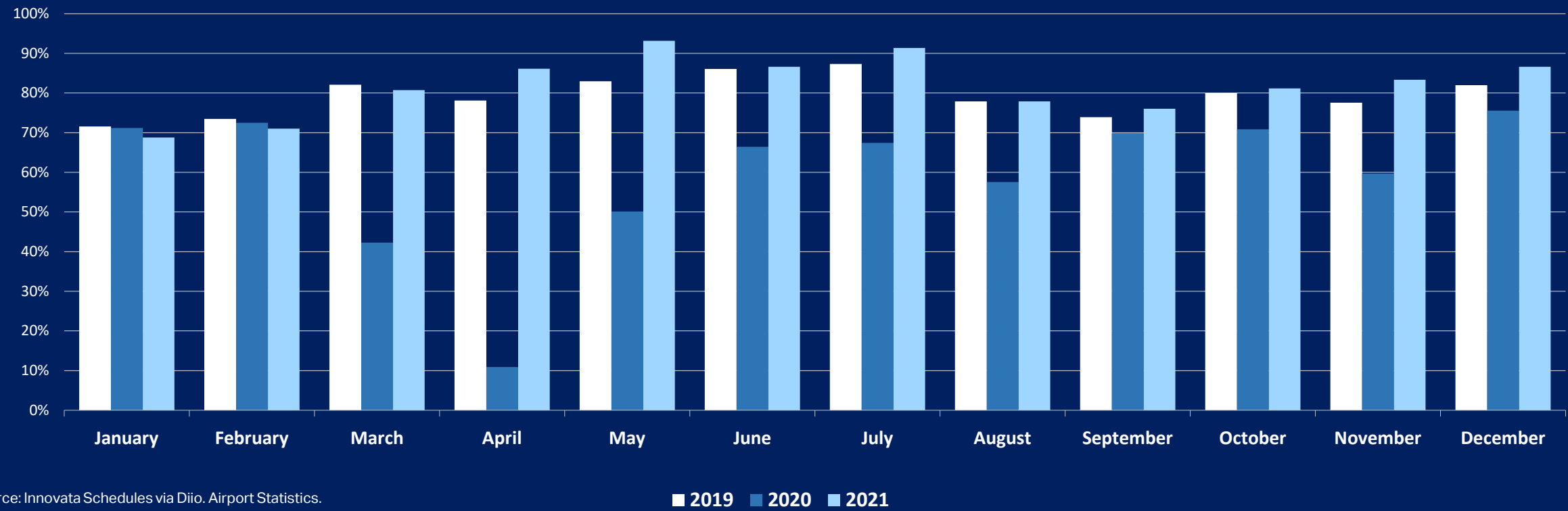
- ELP's traffic recovery is very close to the #1 ranked small hub airport (GEG with 28%)
- ELP's shortfall compares favorably to the over 3M O&D small hub average of 41%
- ABQ has a 50% shortfall
- TUS has a 41% shortfall



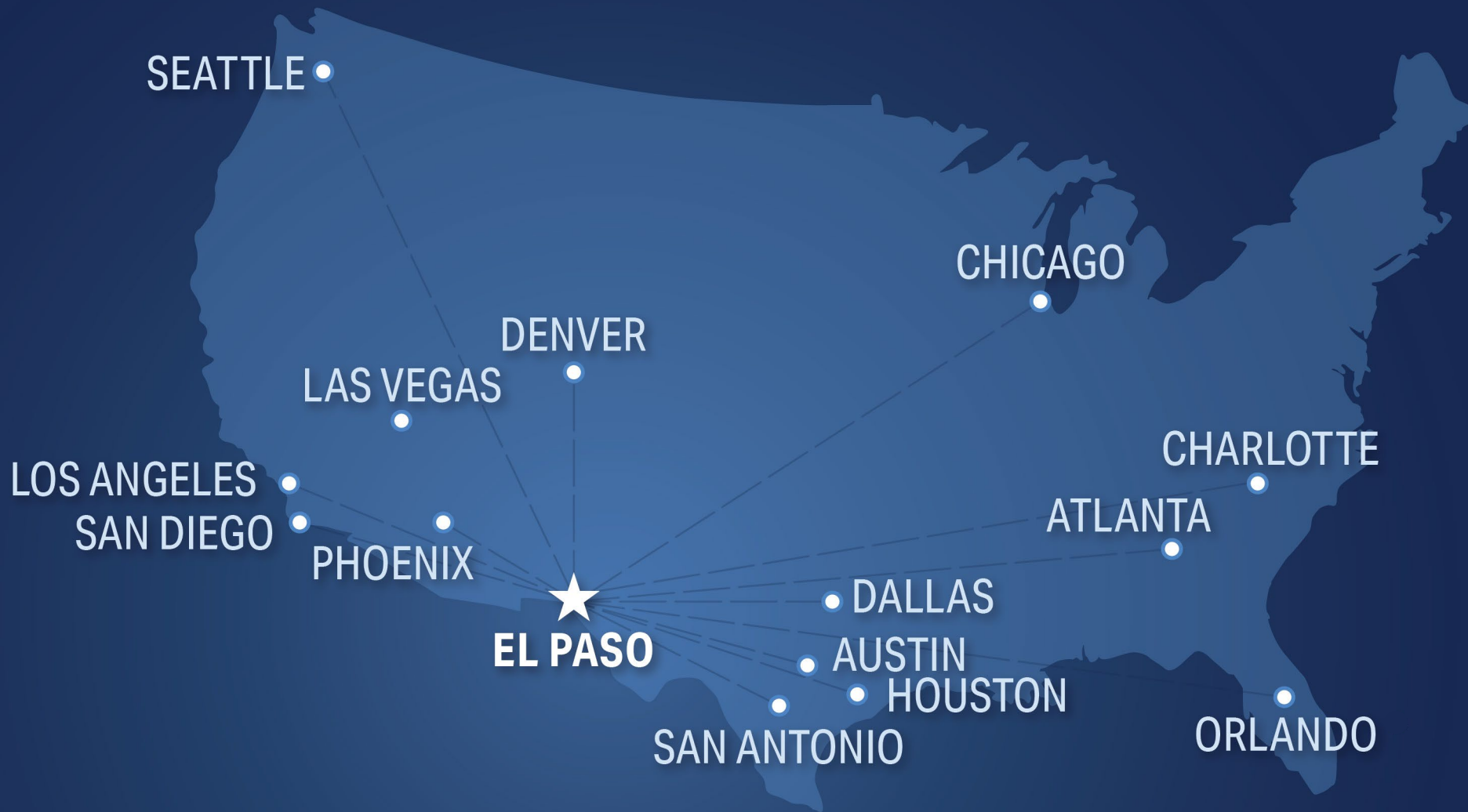
ELP TOTAL LOAD FACTORS IN 2021 HAVE SURPASSED 2019 LEVELS

- O&D traffic in major ELP markets that lack non-stop service has only recovered to about 50% of 2019 levels
- Major ELP markets lacking non-stop service have lost substantial connectivity
- Most notable markets: Washington DC, New York City, San Francisco, and Detroit
- These markets have been de-stimulated, and now are excellent opportunities for new non-stop services

ELP Total Load Factors by Month



Source: Innovata Schedules via Diio, Airport Statistics.



Alaska
AIRLINES

 **allegiant**

American Airlines 

 **DELTA**

FRONTIER
AIRLINES

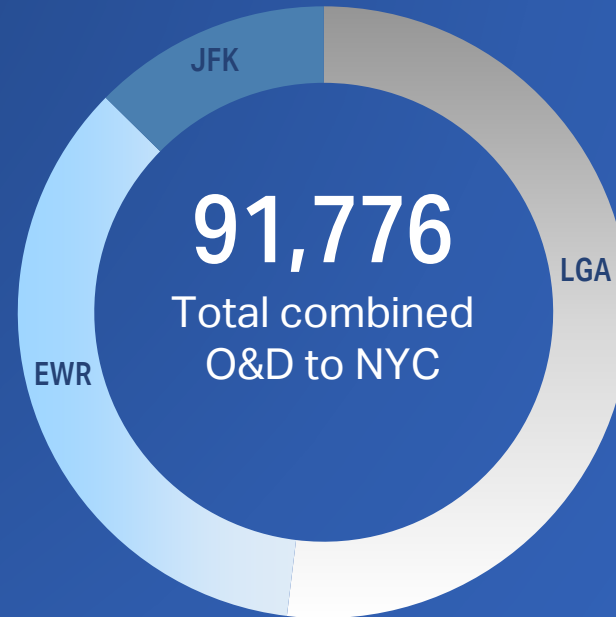
Southwest 

UNITED 



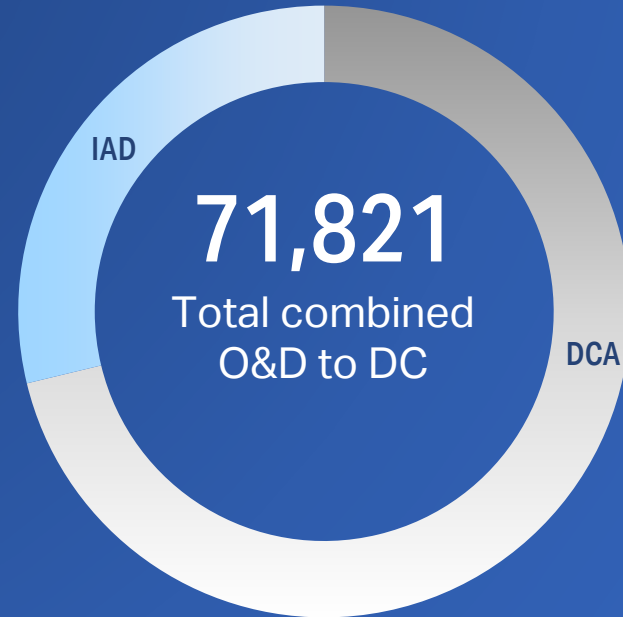
CURRENT NON-STOP AIR SERVICES AT ELP

EL PASO- NEW YORK CITY



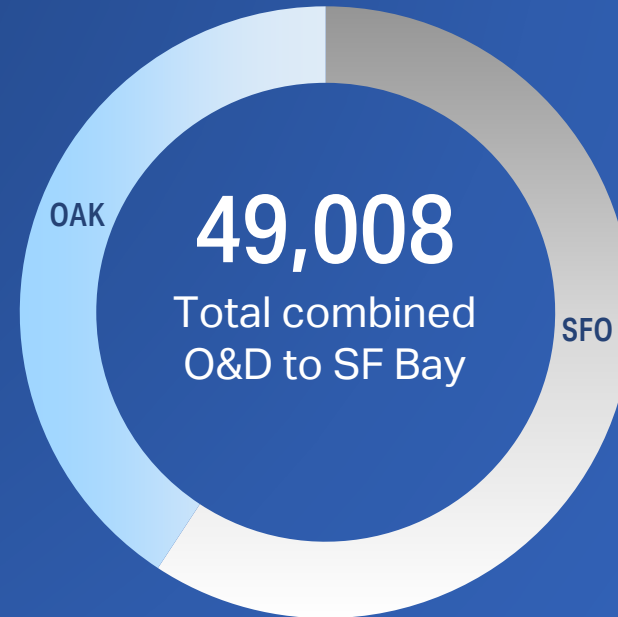
- O&D to the overall NYC market has dropped 47% from 2019 level of 92,000
- ELP-JFK O&D has dropped 56% from the 2019 level of 11,000
- ELP-EWR O&D has dropped 50% from the 2019 level of 32,000
- Non-stop ELP-JFK would restore pre-pandemic traffic levels, and feed jetBlue's JFK hub
- Connectivity at JFK would make available jetBlues' NE US and international services

EL PASO – WASHINGTON DC



- O&D to the overall WAS market has dropped 45% from 2019 level of 108,000
- ELP-IAD O&D has dropped 48% from 2019 level of 20,000
- Non-stop ELP-IAD would restore pre-pandemic traffic levels, and enhance United's position in the market
- Connectivity at IAD would make available UA international services

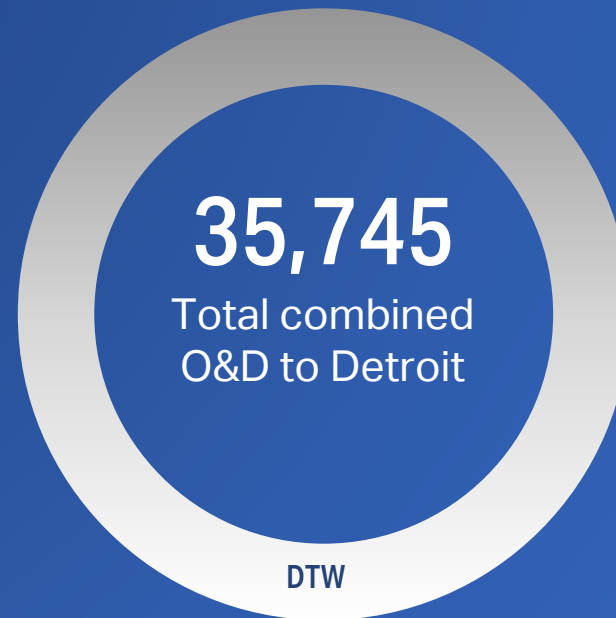
EL PASO- SAN FRANCISCO



- O&D to the overall San Francisco Bay market has dropped 47% from 2019 level of 51,000
- ELP-SFO O&D has dropped 50% from 2019 level of 30,000
- Non-stop ELP-SFO would restore pre-pandemic traffic levels, and feed United's SFO hub
- Connectivity at SFO would make available United's West Coast US and international services



EL PASO- DETROIT



- ELP-DTW O&D has dropped 50% from 2019 level of 36,000
- Non-stop ELP-DTW would restore pre-pandemic traffic levels, and feed Delta's DTW hub
- Connectivity at DTW would make available Delta's NE US and international services

ELP Incentives for Domestic Services

Landing fees:

100%

reduction for the first
24 months

Additional Fee Waiver:

100 sq. ft.

For new entrants for the
first 24 months

Marketing Year 1:

\$5.00

per departure seat

Marketing Year 2:

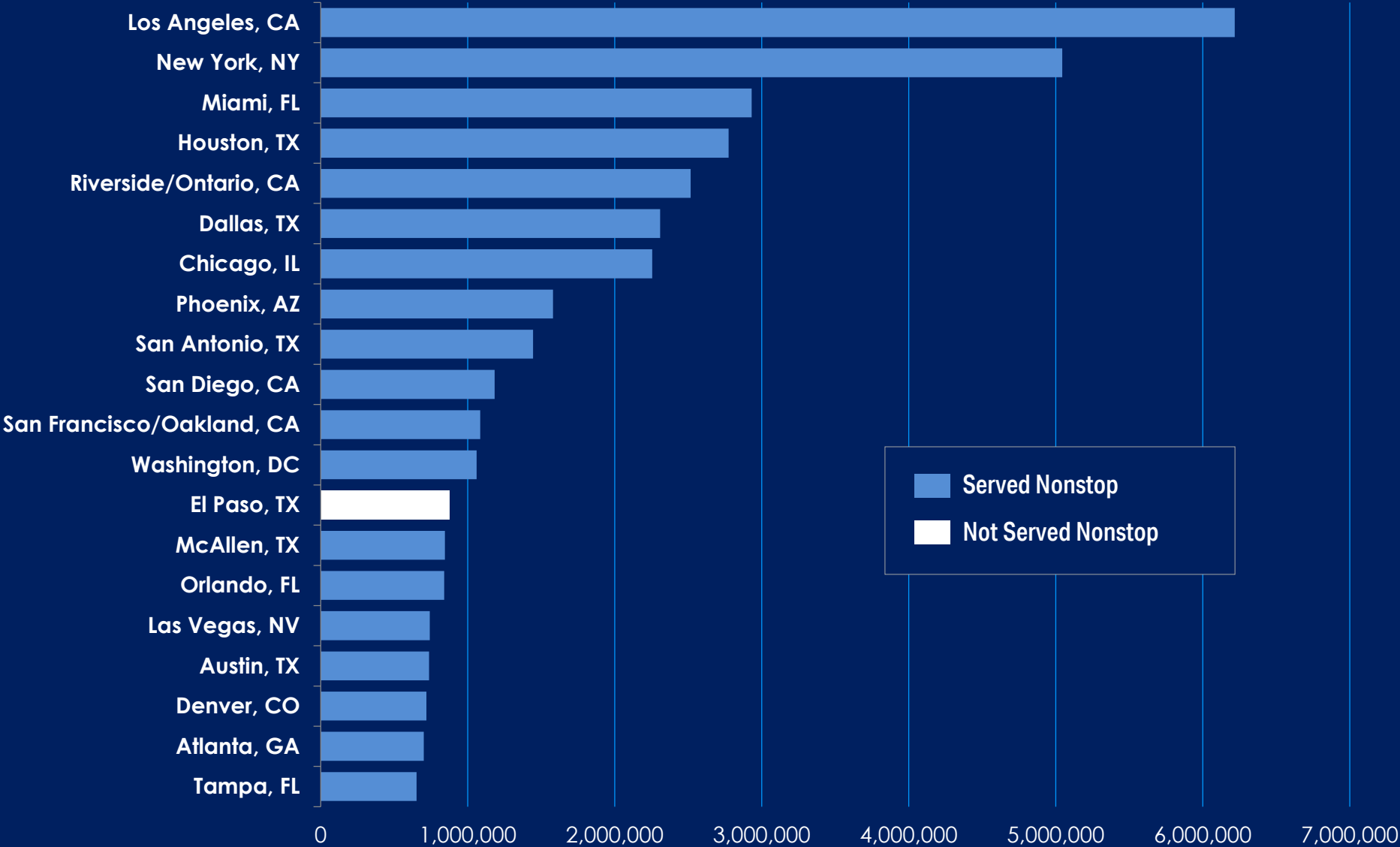
\$2.50

per departure seat



EL PASO IS
THE LARGEST
HISPANIC
POPULATION
CENTER
IN THE U.S.
THAT LACKS
NON-STOP
SERVICE TO
MEXICO

Top U.S. Hispanic
Population Centers



Note: Population centers reflect MSA/CSA data on declared Hispanic heritage.
Source: Woods & Poole Economics 2019; 2020 figures and Innovata schedules via Diiio, September-December 2020

HUNDREDS OF THOUSANDS OF U.S. PASSENGERS USED CJS FOR AIR TRAVEL TO MEXICO IN 2019



Type of traffic	CY 2019 O&D	CY 2019 PDEW
ELP reported to U.S. DOT	25,287	35
U.S. leaking to CJS	284,680	390
TOTAL	309,967	425

- The lack of non-stop service from ELP to Mexico results in significant leakage to CJS airport in Ciudad Juarez
- Leakage study recently performed estimates that U.S. passenger traffic that leaked to CJS in 2019 was 11 times more than traffic to Mexico that used ELP
- 91.8 % of El Paso catchment area passengers traveling to Mexico in 2019 are estimated to have used CJS
- Service from ELP to Mexican points can more effectively capture this substantial US-generated traffic

SEVEN EL PASO – MEXICO MARKETS REPRESENTED 87.4 % OF THE TOTAL TRAFFIC IN 2019



Rank	Market	Code	Reported ELP Psgrs	Leaked Passenger Distribution*	Distributed Leaked Passengers	Total Adjusted ELP Psgrs	Adjusted Share of Total
1	Mexico City	MEX	3,056	30.2%	85,956	89,011	28.7%
2	Cancun	CUN	10,127	24.1%	68,695	78,823	25.4%
3	Guadalajara	GDL	698	16.1%	45,808	46,506	15.0%
4	Leon-Guanajuato	BJX	528	6.8%	19,356	19,884	6.4%
5	Monterrey	MTY	1,537	6.4%	18,218	19,755	6.4%
6	Chihuahua	CUU	180	3.4%	9,787	9,967	3.2%
7	Puerto Vallarta	PVR	2,617	1.5%	4,397	7,014	2.3%

- The largest leisure markets were Cancun and Puerto Vallarta
- Puerto Vallarta did not (and still does not) have non-stop service from CJS

ELP Incentives for International Services

Landing fees:

100%

reduction for the first
24 months

Additional Fee Waiver:

100 sq. ft.

For new entrants for the
first 2 years

Marketing Year 1:

\$10.00

per departure seat

Marketing Year 2:

\$5.00

per departure seat





Sam Rodriguez

Director of Aviation

RodriguezS3@elpasotexas.gov

(915) 240-3250